

Message Text

UNCLASSIFIED

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71

ACTION ARA-10

INFO OCT-01 EB-05 ISO-00 RSC-01 DRC-01 /018 W

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P R 192112Z JUN 74

FM AMEMBASSY LIMA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 630

UNCLAS LIMA 4946

COMMERCE PASS OIM

EO 11652 N/A

TAGS: BEXP, PE, EC

SUBJ: MARKET RESEARCH GENERAL MARKET SURVEY-ECUADOR
AND PERU

REFS: STATE 123124, CARACAS 5416, LIMA 4899

1. THIS IS THE FOURTH BID PROPOSAL, PRESENTED BY DESPRO
(DESARROLLO DE PROYECTOS S.C.R.L.).
2. TOTAL COST. FOR PERU \$28,000 OR 1,214,640 SOLES.
3. BIDDER QUALIFICATIONS. FIRM WAS ESTABLISHED IN JUNE, 1973.
IT HAS DONE MARKET RESEARCH STUDIES FOR THE FOLLOWING
CLIENTS: INSTITUTO CHILENO DEL ACERO, JETRO-JAPAN EXPORT
TRADE REGIONAL OFFICE, VIDRIOS ANDINOS S.A., MORAVECO
S.A., FRENOSA S.A. FIRM DEALS IN FOLLOWING SERVICES:
ADMINISTRATION, CONSULTATION, PROMOTION, ENGINEERING,
DESIGN, SUPERVISION OF INVESTMENT, FINANCIAL ADVICE.
FIRM'S EXPERIENCE IS PRINCIPALLY IN ITS EMPLOYEES WHO
HAVE BEEN CONSULTANTS THROUGHOUT THE ANDEAN REGION.
PROJECT DIRECTOR WOULD BE SIMON SAMESAS F., INDUSTRIAL
ENGINEER. HE HAS AN M.SC. IN INDUSTRIAL ENGINEERING FROM
PENNSYLVANIA STATE UNIVERSITY. HE HAS BEEN ASSISTANT
PROMOTION MANGER IN COFIDE, DIRECTOR OF A NUMBER OF
FIRMS, ADVISER TO THE MINISTRY OF INDUSTRY AND COMMERCE,
TO BELCO PETROLEUM CO., AND TO THE NATIONAL RESEARCH

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COUNCIL, CHAIRMAN OF THE BOARD OF MANUFACTURES DE

PASADORES Y CINTAS S.A., AND SENIOR ANALYST FOR THE CONSULTING FIRM ERNST KELLER AND ASSOCIATES. ONE STAFF RESEARCHER WILL BE AZI WOLFENSON U., MECHANICAL, ELECTRONIC, AND INDUSTRIAL ENGINEER. HE HAS AN M.SC. IN INDUSTRIAL ENGINEERING FROM THE UNIVERSITY OF MICHIGAN. HE HAS BEEN HEAD OF THE PROMOTION OFFICE OF THE ANDEAN DEVELOPMENT CORPORATION IN PERU (CAF), TECHNICAL ADVISER TO COFIDE, HEAD OF DEVELOPMENT OF COFIDE, VICE CHAIRMAN OF THE BOARD OF PERUANA DE PESCA, DIRECTOR OF VARIOUS FIRMS, MEMBER OF SEVERAL PERUVIAN FOREIGN ECONOMIC MISSIONS, ADVISER TO BELCO PETROLEUM CO., TO THE MUNICIPALITY OF RIMAC, AND TO THE MINISTRY OF DEVELOPMENT, DIRECTOR GENERAL OF FABRICACIONES AUTOMORICES S.A., DIRECTOR OF THE INDUSTRIAL ENGINEERING PROGRAM IN THE NATIONAL UNIVERSITY OF ENGINEERING, DEAN OF THE FACULTY OF INDUSTRIAL ENGINEERING AND THE FACULTY OF MECHANICAL AND ELECTRICAL ENGINEERING IN THE UNIVERSITY. ANOTHER RESEARCHER WILL BE ERIC TOPF, MECHANICAL AND ELECTRICAL ENGINEER. HE HAS AN MBA. HE WAS COMMERCIAL MANAGER AND CREDIT MANAGER OF SINGER SEWING MACHINE COMPANY IN LIMA AND CONSULTANT TO MANPOWER S.A., TO SOCIEDAD SIDERURGICA DE CHIMBOTE, S.A. AND TO PAPELES PERUANOS DE PUCALLPA, S.A., EXECUTIVE DIRECTOR OF PAPELERA NACIONAL S.A., SENIOR CONSULTANT WITH ERNST KELLER AND ASSOCIATES S.A., AND DIRECTOR OF SEVERAL PLANTS OF WR GRACE AND CO. IN PERU AND CHILE. HE HAS BEEN A PROFESSOR OF BUSINESS POLICY. ANOTHER RESEARCHER WILL BE DR. JANET BALLANTYNE, BA IN ECONOMICS FROM CORNELL, MASTERS IN PUBLIC ADMINISTRATION FROM SYRACUSE, AND PH.D. IN LATIN AMERICAN ECONOMICS FROM CORNELL. SHE HAS BEEN A CONSULTANT TO DESPRO AND TO ANDES CONSULTORES ASOCIADOS, AN ECONOMIST IN THE DEPARTMENT OF ECONOMIC STUDIES IN THE PERUVIAN CENTRAL BANK, PROFESSOR OF MACRO-ECONOMICS AT CATHOLIC UNIVERSITY IN LIMA, AND AN ECONOMIST WITH THE NATIONAL PLANNING OFFICE IN LIMA. IN ADDITION, THERE WILL BE THREE OTHER STAFF RESEARCHERS--AN AGRICULTURAL ECONOMIST, A SPECIALIST IN BUSINESS ADMINISTRATION, AND ANOTHER ECONOMIST.

4. THE COMPLETE SET OF BID PROPOSALS WAS POUCHED TO
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OIM/PD/RCS-216 ON JUNE 19.

5. EMBASSY RECOMMENDS THAT OIM SELECT ONE OF THE FOLLOWING TWO
BID PROPOSALS: H.H. ASESORES S.A. OR DESPRO.
DEAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LIMA04946
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740160-0544
From: LIMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740632/aaaabbpc.tel
Line Count: 112
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 123124, CARACAS 5416, LIMA 489, 9
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 26 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 JUN 2002 by phillir0>; APPROVED <13 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MARKET RESEARCH GENERAL MARKET SURVEY-ECUADOR AND PERU
TAGS: BEXP, PE, EC
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005